

1 Attorney Docket No. 83042

2 BUSINESS DEVELOPMENT PROCESS

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4 ABSTRACT OF THE DISCLOSURE

5 A business development process utilizing a business  
6 development database comprises collecting data for ideas from a  
7 plurality of sources. One type of collected idea data from said  
8 step of collecting is filtered in order to identify potential  
9 business opportunities. An opportunity analysis is then  
10 performed on said identified potential business opportunities to  
11 determine valid business opportunities. Resources are committed  
12 to the valid business opportunities, a business proposal is  
13 developed. This developed business proposal to a potential  
14 buyers. Success of the submission is determined and the business  
15 opportunity is executed if the submission is a success.